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> SEC FILE NUMBER 36861

# ANNUAL AUDITED REPORT **FORM X-17A-5** PART III

FACING PAGE Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING \_\_01/01/2001 \_ AND ENDING <u>12/31/2001</u> A. REGISTRANT IDENTIFICATION NAME OF BROKER-DEALER: OFFICIAL USE ONLY DUERR FINANCIAL CORPORATION FIRM ID. NO. ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.) 19900 MacArthur Blvd., Ste. 810 (No. and Street) CA 92612 <u>Irvine</u> (City) (State) NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT (949)474-4900 Douglas P. Jackson (Area Code - Telephone No.) **B. ACCOUNTANT IDENTIFICATION** INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\* Johnson, Hart, & Dyson, An Accountacy Corporation (Name - if individual, state last, first, middle name) CA 19742 MacArthur Blvd., (State) 'ip Code) CHECK ONE: Certified Public Accountant ☐ Public Accountant MAR 2 0 2002 ☐ Accountant not resident in United States or any of its possessions. HOMSON FOR OFFICIAL USE ONLY

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).



# OATH OR AFFIRMATION

WILLIAM W. DARTIN JR.	, swear (or affirm) that, to the
best of my knowledge and belief the accompanying financial stat	ement and supporting schedules pertaining to the firm of
DUERR FINANCIAL CORPORATION	, as of
Possenbox 21	,
December 31, 2001, are true and corre nor any partner, proprietor, principal officer or director has any principal officer or director has a principal offind has a principal officer or director has a principal officer or	ct. I further swear (or affirm) that neither the company
a customer, except as follows:	toprictary interest in any account classified sole, as that of
NONE	
	(Lullannia) Lat
	William W. Lato J.  Signature  Vice President Min & Congretion After
	Vice Yesident Chia Do and time Other
( Comment of the comm	Title
(SEE ATTACHED ACKNOWLEDGMENT)	
Notary Public	
This report** contains (check all applicable boxes):	
(a) Facing page.	
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
<ul> <li>☼ (d) Statement of Changes in Financial Condition.</li> <li>☼ (e) Statement of Changes in Stockholders' Equity or Partner</li> </ul>	s' or Sole Proprietor's Capital
(f) Statement of Changes in Liabilities Subordinated to Clair	
(g) Computation of Net Capital	
$\Box$ (h) Computation for Determination of Reserve Requirements	
(i) Information Relating to the Possession or control Require	
(j) A Reconciliation, including appropriate explanation, of the Computation for Determination of the Reserve Requirem	·
☐ (k) A Reconciliation between the audited and unaudited Statem	
solidation.	
(1) An Oath or Affirmation.	
<ul> <li>(m) A copy of the SIPC Supplemental Report.</li> <li>√ (n) A report describing any material inadequacies found to exist</li> </ul>	or found to have existed since the data of the previous audit
A (11) 12 report describing any material madequacies found to exist	of Tourid to have existed since the date of the previous addit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

#### CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

State of California	•	
	ss.	
County of <i>ORANGE</i>	<b>∫</b> ss.	
on 2/22/02 before me	HOLPE E. WEST, WORD  Name and Title of Officer (e.g., "Jane Doe, I	ARY PULL
	Name and Title of Officer (e.g., "Jane Doe, I	Notary Public")
personally appeared	Name(s) of Signer(s)	•
	personally known to me	
	proved to me on the bas	sis of satisfactory
	evidence	·
	to be the person <del>(s)</del> whose	e name <del>(s)</del> is <del>/arc</del>
	subscribed to the within	
	acknowledged to me that he/s	•
	the same in his/ <del>her/tl</del> capacity <del>(ies),</del> and that	
JOYCE E. WEST	signature(s) on the instrument	•
Commission # 1288951	the entity upon behalf of wh	
Notary Public - California	acted, executed the instrume	nt.
Orange County  My Commr. Boores Dec 30, 2004	WITNESS my hand and offici	<b>5</b> 1 222
	WITWESS THY HAND AND ONLY	ai seal.
	JAMO 6- ()	Tel
Place Notary Seal Above	Signature of Notary Pu	iblic
	PTIONAL /	
Though the information below is not required by k		
Description of Attached Document		
Fitle or Type of Document: <u>AMJULAL AUD.</u>	TED PEPOET (1/1/2001 -	12/31/01)
12/2/2001		3 INCLUDES
Document Date: <u>/2/3//200/</u>	Number of Pages: _	PARC
Signer(s) Other Than Named Above:	•	
Capacity(ies) Claimed by Signer	A	
Signer's Name:	PARTIN, JR.	RIGHT THUMBPRINT OF SIGNER
☐ Individual	SCINGHT - Ducon	Top of thumb here
☐ Partner — ☐ Limited ☐ General	FINANCIAL CORP.	-
☐ Attorney in Fact		
Trustee		
Guardian or Conservator		
Other:		_
Signer Is Representing:		

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19742 MacArthur Blvd., Suite 240, Irvine, CA 92612-2446 (949) 752-0274 FAX (949) 752-9033

#### **Independent Auditor's Report**

Board of Directors
Duerr Financial Corporation:

We have audited the accompanying statement of financial condition of Duerr Financial Corporation (the Company) as of December 31, 2001, and the related statements of income, changes in stockholders' equity, and cash flows for the year then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Duerr Financial Corporation at December 31, 2001, and the results of their operations and their cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule I is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Irvine, California February 26, 2002

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Johnson, Hart & Dyson

# DUERR FINANCIAL CORPORATION STATEMENT OF FINANCIAL CONDITION December 31, 2001

# **ASSETS**

Cash	\$	34,515
Commissions receivable	•	46,146
Prepaid franchise tax		450
Investments		13,050
Deposits with clearing organization and others	•	56,118
Furniture, equipment, and lease hold improvements, at cost, less accumula	ated	
depreciation and amortization of \$28,913		128,721
	<del></del>	
	\$_	279,000
	-	
LIABILITIES AND STOCKHOLDERS' EQUI	ITY	
Liabilities:		
Accounts payable	\$	47,704
Due to related company	_	6,000
	~	53,704
Charling to the Allegarian		
Stockholder' Equity:		
Common Stock, no par value, 10,000 shares authorized, 1,000 shares issued and outstanding		10,000
Additional paid-in capital		10,000
Retained Earnings		215,196
Retained Earlings		213,170
Total Stockholders' Equity	_	225,296
	\$	279,000

# DUERR FINANCIAL CORPORATION STATEMENT ON INCOME

For the Year Ended December 31, 2001

REVENUES:		
Commissions	\$	938,193
Interest		14,778
	_	952,971
EXPENSES:		
Employee compensation and benefits		499,340
Occupancy		76,110
Licenses		52,896
Professional fees		54,152
Commissions and fees		391,622
Business promotion and development and technology		127,681
Insurance		76,672
Depreciation and amortization		28,913
Office expense and miscellaneous	_	70,349
		1,377,735
Income before income taxes	(	424,764)
Provision for income taxes	(_	31,532)
Net Loss	\$ (	393,232)

# DUERR FINANCIAL CORPORATION STATEMENT OF CHANGES IN STOCKHOLERS' EQUITY For the Year Ended December 31, 2001

	Capital Stock Common		Additional Paid - in				Total		
<del></del>					Retained		Stockholders'		
	Shares	_	Amount		Capital		Earnings		<b>Equity</b>
Balances at									
January 1, 2001	1,000	\$	10,000	\$	100	\$	608,428	\$	618,528
Net income		_		-	· · · · · · · · · · · · · · · · · · ·	(	393,232)	(	393,232)
Balance at									
December 31, 2001	1,000	\$_	10,000	\$	100	\$	215,196	\$	225,296

# DUERR FINANCIAL CORPORATION STATEMENT OF CASH FLOWS For the Year Ended December 31, 2001

# Increase (Decrease) in Cash and Cash Equivalents

Cash flows from operating activities:  Cash received from customers	\$	941,519	÷	
Interest received in cash		14,778		
Cash paid to suppliers/employees	(	1,380,246)		
Cash received from taxes		24,270		
Net cash used by operating activities			\$ (	399,679)
Cash flows from investing activities:				
Received from affiliate		24,481		
Purchases of assets	(	157,634)		
Net cash used by investing activities	:		(	133,153)
Net decrease in cash and cash equiva	lents		(	532,832 )
Cash - beginning of year				567,347
Cash - end of year				34,515
Reconciliation of Provided by			٠	
Net Loss		•	(	393,232 )
Adjustments to reconcile net income to net provided by operations:	cash			
Depreciation				28,913
Changes in assets and liabilities:	•			
Decrease in commissions receivable				3,326
Decrease in prepaid taxes				5,126
Decrease in deferred tax liability			(	11,138 )
Decrease in accounts payable			(	32,674)
Net cash used by operations			\$(	399,679)

## DUERR FINANCIAL CORPORATION NOTES TO FINANCIAL STATEMENTS December 31, 2001

#### NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### A. Organization and Nature of Business

Duerr Financial Corporation (the "Company") is a broker-dealer registered with the Securities and Exchange Commission (SEC) and the National Association of Securities Dealers (NASD). The Company is a California corporation that is a wholly-owned subsidiary of IBIS Group, Inc. a Delaware corporation (Parent).

#### B. Deferred Income Taxes

Deferred income taxes are provided on timing differences between financial statement and income tax reporting.

#### C. Cash and Cash Equivalents

For the Statement of Cash Flows, the Company considers all highly liquid debt instruments purchased with maturities of three months or less to be cash equivalents.

#### D. Concentrations of Credit Risk

The Company received the majority of its commissions (income) from a few sources. Should these sources encounter financial difficulties, or should they choose another entity to do business with, these events would have a very severe effect on the Company's profitability.

The Company has concentrated its credit risk for cash by maintaining deposits in banks located within the same geographic region. The Company primarily transacts its business with one financial institution.

#### E. Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### F. Income Taxes

The Company is included in the consolidated federal income tax return filed by the Parent. Federal income taxes are calculated as if the companies filed on a separate return basis, and the amount of current tax or benefit calculated is either remitted to or received from the Parent. The amount of current and deferred taxes payable or refundable is recognized as of the date of the financial statements, utilizing currently enacted tax laws and rates. Deferred tax expenses or benefits are recognized in the financial statements for the changes in deferred tax liabilities or assets between years.

# DUERR FINANCIAL CORPORATION NOTES TO FINANCIAL STATEMENTS December 31, 2001

#### NOTE 1- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES CONT.

#### G. Property, Equipment and Depreciation

Property and equipment are carried at cost. Depreciation is calculated using the straight line method over the estimated useful lives of the assets.

#### NOTE 2 – LEASE COMMITMENTS

The Company's lease commitments, consists of office space and furniture. Rental expense for all operating leases for the year was \$83,519. Future obligations over the primary terms of the leases are as follows:

Year Ended	
December 31	
2002	\$ 46,814
2003	10,109
2004	10,109
2005	3,370
2006	0

#### **NOTE 3 – INVESTMENTS**

Investments consist of stock purchased by the Company and is shown at its original cost.

#### **NOTE 4 – INCOME TAXES**

The Company is included in the consolidated federal income tax return filed by its Parent. Federal income taxes are calculated as if the Company filed a separate federal income tax return. The Company files its own state tax returns. The current and deferred portions of the income tax expense (benefit) included in the statement of operations are as follows:

		Current	Deferred	Total
Federal	\$(	16,820) \$ (	6,765) \$ (	23,585)
State	(	3,574) (	4,373) (_	7,947)
	\$(	20,394) \$ (	11,138) \$ (_	31,532)

SUPPLEMENTARY

**INFORMATION** 

# DUERR FINANCIAL CORPORATION COMPUTATION OF NET CAPITAL UNDER RULE 15c 3-1 OF THE SECURITIES AND EXCHANGE COMMISSION As of December 31, 2001

# **SCHEDULE I**

Net Capital		
Total stockholders' equity	\$	225,296
Deduction:		
Nonallowable assets:		
Securities	(	13,050)
Furniture, equipment, and leashold	•	•
improvements, net	(	128,721)
Other assets	(_	6,118)
Net Capital	\$	77,407
Total aggregate indebtedness	\$ <u></u>	53,704
Computation of basic net capital requirement  Minimum net capital required:	w	
Company	. \$ _	50,000
Excess net capital	\$ _	27,407
Ratio: Aggregate indebtedness to net capital	_	70 %
Reconciliation with Company's computation (included in Part IIA of December 31, 2001)	Form X-	17a-5a as of
Net capital, as reported in Company's	<b>t</b> h	76.059
Part II A (unaudited) FOCUS report	\$	76,958
Record accrual tax expense and related liabilities,		
and year-end audit adjustments	_	449
Net capital per above	\$ _	77,407



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## Independent Auditor's Report on Internal Control Required by Sec Rule 17a-5

Board of Directors
Duerr Financial Corporation:

In planning and performing our audit of the financial statements and supplemental schedules of Duerr Financial Corporation (the Company), for the year ended December 31, 2001, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons
- 2. Recordation of differences required by rule 17a-13
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with

management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2001, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934, in their regulation of registered brokers and dealer, and should not be used by anyone other than these specified parties.

Johnson, Hart & Dyson

Irvine, California February 26, 2002

# DUERR FINANCIAL CORPORATION FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

Year Ended December 31, 2001

